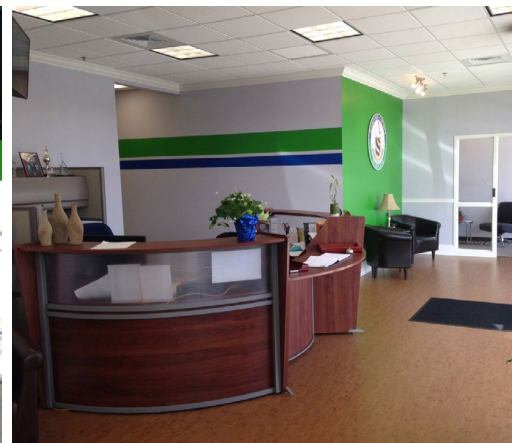


HARFORD COUNTY GROWTH

2015 REPORT

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HARFORD COUNTY GROWTH

2015 REPORT

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Harford County Office of Economic Development

2021 Pulaski Highway, Suite D
Havre de Grace, MD 21078
www.harfordcountymd.gov/oed
Phone: 1-888-195.SITE; 410-638-3059

Karen Holt, Director

Harford County Economic Development on LinkedIn:

<https://www.linkedin.com/company/harford-county-office-of-economic-development>

Harford's Business Edge on Facebook: <https://www.facebook.com/HarfordsEntrepreneursEdge>



THE DAILY RECORD

To order additional copies of this publication,
please contact Clare Sheehan at 443.524.8101
or Clare.Sheehan@TheDailyRecord.com.

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Thomas Baden Jr.	Editor
Erin Cunningham	Special Products Editor
Maria Kelly	Comptroller
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Clare M. Sheehan	Operations & Events Assistant



A Message from Harford County Executive

Barry Glassman

I am pleased to report that Harford County is moving forward as Maryland's new center of opportunity for economic success. Our prime location on the I-95 Corridor provides convenient access to major urban markets, including Philadelphia, Baltimore and Washington D.C. In addition, technological innovations developed at Aberdeen Proving Ground offer global opportunities for private sector growth, particularly in the high-demand fields of cybersecurity and additive manufacturing, which includes 3-D printing. Last but not least, we make it easy to do business in Harford County. Our skilled workforce, top-notch education systems and strong communities combine with new local policies to help business thrive.

As Harford's recently elected county executive, I am proud that my administration's proactive fiscal management plan has earned a AAA bond rating from all three major bond rating agencies. But my new administration is just getting started.

Within our first 100 days, we consolidated our Office of Economic Development into one modern facility on the U.S. Route 40 Corridor near Aberdeen Proving Ground (APG). This strategic location is helping local businesses capitalize on innovations at APG, while we provide support for all types of companies at every phase of their development, from concept through commercialization.

We also initiated a new way of promoting economic growth, through a competitive grant program that directly assists organizations promoting tourism and related activities. Indirectly, this program will benefit the hotels, restaurants and other businesses that flourish when visitors come to town.

Looking ahead, as our businesses seek ways to grow, my administration is planning more ways to help. Currently, we are streamlining the processes for inspections, licensing and permits, with the goal of getting our customers what they need and on their way as quickly and easily as possible. And we will do it whether they come in to our offices or choose to do business through the convenience of the Internet.

At the state level, my administration will continue advocating for local businesses large and small. This includes support for our "starring" role as the production home of the award-winning Netflix series "House of Cards", along with support for the distribution centers, manufacturing, retail, farming, energy projects and technology businesses that call Harford County home.

In closing, if your business is considering opportunities to expand or relocate, my administration wants to know: How can we help you?

A handwritten signature in blue ink, appearing to read "Barry Glassman".

Barry Glassman
Harford County Executive

A message from the Harford County Director

Karen Holt

The Office of Economic Development is now in new space on the U.S. Route 40 Corridor, five minutes from the MD 22 gate of Aberdeen Proving Ground, co-located with an incubator, a collaborative tech workspace, a myriad of on-site small business resources, and more tools than ever before to support your business needs.

Logistically robust in the mid-Atlantic region, Harford County affords access through road and rail as well as the Port of Baltimore providing a hub for manufacturing and distribution centers and a home for both national and international brands. Aberdeen Proving Ground, Maryland's third largest workforce center by population with five centers of excellence in the areas of C4ISR, chemical and biological, medical science, research and development, and test and evaluation, is the heart of Harford's thriving scientific and technical community and paramount to national security both domestic and abroad. More than 110 defense companies have established a presence in Harford County in support of Aberdeen Proving Ground and its mission.

Pioneering 3D and prototyping technology here in Harford with Edgewood Chemical Biological Center's federal lab facilities has evolved into a regional additive manufacturing authority in 2014 and resulted in more than 12 joint statements of work with area manufacturers, leveraging more than \$50 million in federal capabilities to assist regional companies to produce locally and move to market more quickly.

From STEM education to retooling and on the job training, this spectrum of continuous learning is essential to sustaining the pipeline to grow Harford's workforce. Programs continue to engage from high school magnet programs in biomedical science, finance, homeland security and a math and science academy, to a cyber security cohort program for APG personnel at the University Center at HEAT. A manufacturing coalition comprised of 30 companies to identify workforce and training needs has resulted in new workers achieving National Association of Manufacturers MT1 certification, and incumbent workers' skills enhanced in areas of LEAN, Supervision and Machine Operations while supporting critical training need areas such as HVAC, electrical, instrumentation and forklift operations.

Redevelopment along the Route 40 corridor emphasizing transit-oriented development is an area of focus that continues to gain momentum. Whether strengthening our infrastructure for mass transit, attracting millennials as our next wave of workers, and/or leveraging an opportunity for tech cluster development in proximity to Aberdeen Proving Ground, redevelopment is an investment in our future balancing managed growth with continued preservation efforts.

As we embrace the Smart Age and a knowledge economy, technological innovation is an economic driver, and entrepreneurs--the engine! Let Harford County be your nexus for concept to company or commercialization. From startups and small businesses, subsidiaries to international corporations, it is our business to help your business be a success. A dedicated Economic Development team of professionals is available to assist with your business development needs. Come see for yourself why Harford is Maryland's new center of opportunity!



Karen L. Holt
Director, Office of Economic Development



Advocacy and Community Partnerships

by Eric McLaughlin, EDAB Chair

The Economic Development Advisory Board (EDAB) serves as the private sector response to the County's efforts to enhance and grow its local and regional economies. It is a platform for consensus building and advocacy. Originally chartered in 1978, the Board now uses five primary committees – Technology, Land Use, Workforce, Finance, and Marketing/Attraction – to support the economic Development efforts of the Office of Economic Development, the County Executive, and the County Council. Through EDAB and the hands-on work of its committees, those responsible for making economic decisions have access to the diverse industry sectors that their actions impact – from labs to lacrosse, home-based to high-tech. Here is a sample of some of the projects that EDAB's business leaders have been championing:



ADDITIVE MANUFACTURING

An effort to promote additive manufacturing in Maryland coalesced around a 2014 legislative advocacy effort that was second to none. Since that time, RAMP-MD, Maryland's additive manufacturing innovation authority, has been actively promoting a unique asset of Northeastern Maryland – the ability to provide all of the necessary phases of additive manufacturing in one region, beyond just "3D printing." EDAB helped guide a collaborative effort between higher education and industry and, with the unique assistance, capabilities and assets of APG, set the stage for Maryland to promote education, jobs and commerce around a specific industry unique to our location.

DARK FIBER

Known as "HMAN", the Harford Metro Area Network is now live. Four "rings" and numerous laterals of fiber-optic cable infrastructure are allowing government agencies, fire companies, law enforcement, schools, libraries and municipalities to connect county-wide on a common platform. But the HMAN system isn't just for government. It is now poised to provide reliable economic fiber connectivity to private industry and even to residents. EDAB is helping to formulate a business plan for a sustainable and scalable project that meets the unique needs and aspirations of businesses in the community while accounting for the financial realities and other risks unique to each broadband project.

A SPECIALIZED WORK FORCE

Harford County businesses need an economic environment that is prepared to provide the types of workers that their respective industries require. In 2015, EDAB will continue to advance its workforce action plan. That plan incorporates the award of workforce training grants, partnership with the region's non-profit University Research Park (URP) entity, and continuing to seek partnerships with universities, like Towson University in Northeastern Maryland located on the campus of Harford Community College. It also incorporates partnerships with the University Center of Northeastern Maryland and its six university partners providing higher education opportunities for residents of Northeastern Maryland, Delaware and Pennsylvania.

STAY AND PLAY

Thanks in large part to EDAB advocacy at the State and local levels, Harford County now has in place a dedicated funding stream for tourism and tourism-related activities. Sports tournaments, conferences, and day trippers are all now well positioned to enhance tourism's role as an integral part of the economy. EDAB has taken on the task of helping to administer this funding stream to support cultural, historical, agricultural venues as well as activities related to eco-tourism, sports tourism and heritage and preservation. Harford County's first-class sports and tourism venues create significant opportunities for the tourism industry to promote Harford County as a place not only to live and work, but to play.

ECONOMIC DEVELOPMENT ADVISORY BOARDS

RETAIL/BUSINESS/SERVICE/TOURISM

Jay M. Ellenby, Safe Harbors Travel Group Inc.

Elizabeth B. Hopkins, M&T Bank

Kevin J. Mahoney, Snee, Mahoney, Lutche & Helmlinger, PA

Howard K. McComas, McComas Funeral Home

Patricia K. Parker, Homewood Suites by Hilton

Benny C. Walker, Weyrich, Cronin & Sorra

APPLIED TECHNOLOGY

Heather E. Couvillon Lufburrow, Lufburrow & Co.

Cyrus R. Etemad-Moghadam, RMP Technologies, LLC

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Tony Steelman, Altus Engineering

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LAND USE

Eric E. McLaughlin, Shaffer, McLaughlin & Stover

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PUBLIC SERVICE

Barbara P. Canavan, Harford County Public Schools

Dennis Golladay, Harford Community College

Mary L. Hastler, Harford County Public Library

Dean C. Kaster, University of Maryland Upper Chesapeake Health System

Mark Wilson, Harford County Association of Realtors

BUSINESS & WORKFORCE DEVELOPMENT

Bruce A. England, Susquehanna Workforce Network

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Jeff Gahler, Harford County Sheriff's Office

Colonel Gregory McClinton, U.S. Army Garrison, APG

Trish Heidenreich, Town of Bel Air

J.B. Jennings, Maryland State Senate

Steve Johnson, City of Aberdeen

Patrick Sypolt, City of Havre de Grace

Robert Sandlass, Harford County Treasurer's Office

Chad Shrodes, Harford County Council



Economic Development Advisory Board. Photo by Leo Heppner.

Tourism-Related Grant Awards

In January, Harford County Council passed Bill 14-035, the 'Hotel Tax' – legislation that allowed for revenue collection from overnight hotel stays. Of the revenue generated, 50% goes directly back to the municipalities where the hotels are located (Aberdeen, Bel Air, Havre de Grace), while the other 50% goes to Harford County Government explicitly for reinvestment in tourism-related activities, through a competitive grant process. This also coincides with the Harford County Executive Order to privatize tourism – transitioning the tourism department from the Office of Economic Development to Visit Harford! a 501(c)6 organization which now serves as Harford County's destination marketing organization.

The Economic Development Advisory Board (EDAB), tasked with overseeing this application process, created a Tourism Activity Review Committee (TARC) who carefully evaluated the applications and made funding recommendations. EDAB then endorsed this review process and made a funding recommendation to the County Executive, which was approved by Harford County Council on May 26, 2015. The collection of the hotel lodging tax began on March 23, 2015 and the county estimates \$1.8 million will be collected in this first year, with funds made available to grant awardees July 1 – the beginning of the county's fiscal year.

The application process, which ran from March 2nd through April 17th, was open to 501(c)3 and 501(c)6 organizations who could demonstrate a tourism-related benefit to their request. The grant is available for funding tourism-related events, operations, and contractual services for the fiscal year 2016. Organizations interested in applying for funds next year are encouraged to contact the Office of Economic Development (oed@harfordcountymd.gov) to be added to our information distribution list.



Meet The Team

Harford County Office of Economic Development



Karen L. Holt
Director
klholt@harfordcountymd.gov
Economic Development Strategy
Directs Departmental Efforts
Industry Attraction &
Resident Business Success
Transit & Commuter Services



Steven S. Overbay
Deputy Director
ssoverbay@harfordcountymd.gov
Business Retention Strategy
Contract/Facility Management
Transportation Initiatives



Eva Hanley
Assistant to the Director
ehanley@harfordcountymd.gov
Secretary to the Director
Office Manager
Budget Administration
Economic Development
Advisory Board Support



Eileen Y. Frado
Sr. Business
Development Associate
eyfrado@harfordcountymd.gov
Prospect Inquiries
Site Selection
Business Retention/Expansion
Fast Track Permitting Liaison
City of Aberdeen Liaison



Bridgette L. Johnson
Sr. Business
Development Associate
bjjohnson@harfordcountymd.gov
Business Retention /Expansion
Enterprise Zone Administrator
City of Havre de Grace Liaison



Thomas F. "Tucker" McNulty
Sr. Business
Development Associate
tfmcnulty@harfordcountymd.gov
Business Retention /Expansion
EDOF Fund
Workforce Tech Training Grants
Town of Bel Air Liaison



Denise B. Carnaggio
BRAC Coordinator
for CSSC
dbcarnaggio@harfordcountymd.gov
APG Liaison
JLUS Project Coordinator
Regional Consortium Initiative



C. John Sullivan
Business Navigator
cjsullivan@harfordcountymd.gov
Business Retention/Expansion
Business & Trade Representative
Harford Business Edge Liaison
Entrepreneurial Programming



Laura Dahl
Database Specialist
lldahl@harfordcountymd.gov
Federal Contracting
Company Tracking & Data
Social Media Promotion through
Facebook, Twitter & LinkedIn



Donna Mendes
Administrative Assistant
djmendes@harfordcountymd.gov
Office Receptionist
Event & Promotion
Assistance



Emily Sparr
Marketing Specialist
eesparr@harfordcountymd.gov
OED Marketing
Advertising & Promotion
Graphic Design
Communications



Virginia L. Walker
Community Support
Liaison
vlwalker@harfordcountymd.gov
Technology, Defense & Additive
Manufacturing Support



Patty Webster
Administrative Assistant
pmwebster@harfordcountymd.gov
Procurement
Budget Assistance
Invoice Processing

Open for Business... on the Corridor

Office of Economic Development consolidates services, integrates within business community

Innovation. Technology. Efficiency. These efforts have dominated Harford County's new administration in its first several months under the leadership of County Executive Barry Glassman. And one of its first initiatives, consolidating and co-locating the Office of Economic Development with small business resources on the Route 40 Corridor—has achieved all three.

Although the consolidation design and build-out was an expedited process, it didn't happen overnight. A team visited collaborative workspaces such as CBRE's Workplace 360 in Baltimore and conducted extensive research on modern workspace and its impact on productivity. "It's a cultural change from the traditional office environment," said Karen Holt, Director, Office of Economic Development. "We adopted some concepts where we thought we could be successful, like an open work environment, but didn't leap to a full paperless office. But we are more about less paper."

The site for these synergies is Swan Creek Village Center at 2021 Pulaski Highway in Havre de Grace, just two miles from Aberdeen Proving Ground's Route 22 Gate entrance. The official ribbon cutting and open house for the new facility took place on March 31, showcasing 12,000 square feet of small business resources, technology, and technical supports to cultivate concepts into companies.

"Consolidating services at this state-of-the-art facility will be a game changer allowing us to attract more business and move Harford County forward as Maryland's new center of opportunity," said County Executive Barry Glassman.

A full spectrum of workspace supports various stages of business development within a modern work place and a positive business setting. The GroundFloor, which was launched on site in 2012 offers monthly membership in a 24/7 collaborative workspace with an urban-industrial, Wi-Fi enabled, plug-and-play environment. A Corporate Commons area features several IT and defense contract service companies doing business as tenants at the new facility. The Small Business Resources Office houses the business navigator who serves as the first point of assessment and referral for small business needs; consultants for the Small Business Development Center (SBDC) and Procurement Technical Assistance Program (PTAP), and cooperative support for the Army Alliance, the regional additive manufacturing authority RAMP MD, the Northeastern MD Technology Council (NMTC), and the North Eastern Maryland University Research Park (NEMD URP). The Harford Business Innovation Center (HBIC), which was formerly at Brass Mill in the Riverside Industrial Park, has also been co-located with a focus toward a more traditional incubator with six individual offices for lease by start-ups. Integrated into this full



suite of services, the Office of Economic Development serves as host and site management while offering a dedicated staff to assist in business retention, expansion, attraction, workforce training support and transportation.

Innovative technology was an important aspect in creating the new workspace and a modern setting to host stakeholders—from prospective clients to professional industry groups to municipal economic colleagues. SmartBoard technology in OED's Susquehanna Conference Room allows for interactive mapping and presentation edits to happen with the tap of a smart pen. Clusters, meeting rooms which accommodate four to six people, each have monitors that support a variety of technology mediums; and 'pods,' a reboot of the British phone booth, allow an individual to take a confidential phone call and not impose on others in the collaborative workspace. "While there may be less personal space, there is greater public space and different types of workspace," said Holt. "Some may work better from a desk and chair, some within a pod, and some on a chaise lounge with a laptop and ear buds; the idea is to cultivate creativity and encourage new ways of thinking and doing business."

These different work spaces are all on a centralized Web-based reservation system that allows members, tenants and staff to reserve space as needed. "It creates a synchronized core of activity. I enjoy the heavy meeting days where the lobby becomes a networking center for people who may not typically cross paths," added Holt.

"It is an incredible opportunity for the business community to have such collaborative space where companies, advisors, business supports and commercial opportunities can intersect, said Eric McLauchlin, Chair, Economic Development Advisory Board. "Co-locating the many economic development resources within this hub of activity makes accessing them more efficient and the interaction more nimble. They've created great soil for economic gardening," added McLauchlin.

The final result has been a consolidation of more than 16,000 sq ft to 12,000 sq ft from multiple sites; enhanced business services in a one-stop-shop environment, and the transition of Economic Development out of the County Administration Building and onto the Corridor, close to APG and immersed within the business community. Did we mention the pub and restaurant, coffee house, 24-hour gym, medical, cellular and banking services that are also on-site amenities at Swan Creek Village?

Innovation. Technology. Efficiency. Stop by and see for yourself. Make our space your new workplace!

Let our space be YOUR NEW WORKPLACE!!!

Consolidated resources in an ultra-modern, creative work environment means an opportunity for you and your entrepreneurial efforts to share, pair, or fly solo in great space... at your pace! Conveniently located on US Route 40 just two miles from the Route 22 gate of Aberdeen Proving Ground.



The GroundFloor at Harford

The GroundFloor at Harford is a collaborative workspace for entrepreneurs, start ups, freelancers and those who are self-employed, working from home or just looking for an alternative but professional work atmosphere. The GroundFloor at Harford provides an urban-industrial environment that fosters technology development, entrepreneurial growth, and out-of-the-box thinking. Tiered membership offers wi-fi, plug 'n play work stations, pods, clusters, a kitchen and lounge; 24/7 swipe access, business mailing address, print services, automated meeting space reservation, and virtual reception.



Harford Business Innovation Center HBIC

Harford Business Innovation Center has returned to a more traditional incubator offering six offices for the start up looking to be in the midst of small business resources. The HBIC offers access to a variety of meeting spaces and small business consultants and support from Harford's Business Edge to help prepare a pitch, seek financing, or execute prototyping. If you're looking for four walls and a door and a whole lot MORE, this is YOUR space!

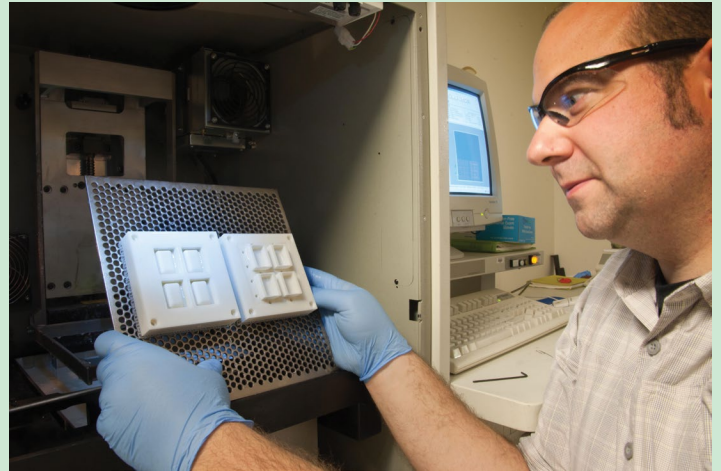
Corporate Commons

If your business is up and running, you're staffed and you like the good energy of a collaborative environment at a crossroads of business activity with close proximity to APG, then Corporate Commons is the space for you.

Training Room

A 30-person training room with three integrated flat screens and instructor station is available on site to host half-day through multi-day trainings and workshops. Catering options are available nearby within the complex.

Contact the Office of Economic Development at 410-638-3059 or oed@harfordcountymd.gov for more information about any of the above opportunities or stop in at 2021 Pulaski Highway, Suite D, Havre de Grace, MD 21078 and see for yourself why our space should be YOUR NEW WORKPLACE!



3D printing has transformed modern prototyping capabilities of federal labs in support of national defense. Photo courtesy U.S. Army.

RAMP MD ramps up Additive Manufacturing in First Year of New Maryland Authority



What do you get when you mix pioneering 3D prototyping technologies of a federal lab facility at Edgewood Chemical

Biological Center with an additive manufacturing authority legislatively enacted to bring industry commercial services to area small businesses in Northeastern Maryland? You get RAMP MD!

In less than one year, RAMP MD (or the Regional Additive Manufacturing Partnership of Maryland) has formalized a 25-member board, generated more than 13 Joint Work Statements and Cooperative Research & Development Agreements (CRADAs) with regional businesses to support production and prototyping; briefed on Additive Manufacturing as an expanding business opportunity in Northeastern Maryland at events such as Connect Harford and Futures 11, conducted tours and information sessions on production equipment and capabilities, and held its first industry-sponsored symposium, "Beyond 3D Printing," to showcase the resources and collaborative partnerships taking shape in this exciting and evolving technology that permeates defense, aviation and medical sectors. Keep RAMP MD in your queue as additive manufacturing becomes the next industrial revolution—visit www.rampmd.org for more details as they celebrate Year One success!



Keeping Your Edge

Harford's Business Edge (HBE), formerly Entrepreneur's Edge, is currently morphing into an umbrella effort to support entrepreneurial spirit and develop programming to cultivate businesses from concept to company to commercialization. An augmented 25-member board of business leaders, entrepreneurs, community agencies and organizations will coordinate tech sessions and start up workshops while driving innovators to Harford's Business Innovation Center, a traditional incubator with six offices and an Integrated Makers Lab under development. HBE combines the marketing outreach and programming efforts of Harford County Public Library, Harford Community College, Harford County Chamber of Commerce, Northeastern Maryland Technology Council, and Susquehanna Workforce Network with the Office of Economic Development in order to deliver an effective, coordinated entrepreneurial pipeline without the duplication of services. On-site resources through the Small Business Development Center (SBDC) and Procurement Technical Assistance Procurement (PTAP) are available, and Economic Development's newest tool, implementation of a Business Navigator, not only serves as the liaison to HBE, but helps guide each entrepreneur's inquiry and makes referrals that keep him or her on the path to success. Let Harford's Business Edge help you keep your edge by bridging the gap between business, private and public sector, and the resources to keep your start up on track... and growing in Harford County!



Whether it's for a class, personal enrichment, a degree, or job training, everyone's here to develop something within - the power to do more with their lives.

Right now is the right time to develop your power and Harford is the right place to do it.

HAVE IT ALL.

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COMMUNITY
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Visit downtown Bel Air, a vibrant and charming town!

Explore historic Main Street, with its quaint and cozy restaurants and unique boutique shops -- or visit our hub of popular stores located at the corner of Routes 1 and 24.

Stop and dine in nearby well-known restaurants. With many local and national chain favorites to choose from, there is something for everyone.

Also stop in at the Harford Mall, a 500,000 square foot regional shopping destination featuring more than 80 stores and eateries.

Great schools, historic neighborhoods, and exciting special events make Bel Air a great place to live, work and play.

www.BelAirMD.org | www.DowntownBelAir.com



SHOP • DINE • EXPLORE

Harford County Transit joins Office of Economic Development

Harford Commute Smart: Connecting employees and employers!

Harford Commute Smart operates within the Harford County Office of Economic Development and is housed in Abingdon at Harford Transit LINK. The Rideshare Coordinator, Alan Doran, administers the program, which provides free ridematching and commuting information to Harford County residents. The Program's focus falls into two areas –promotion of local and regional transportation options and providing information about a continuum of ridematching services and benefits to commuters and employers.

The Program is designed to contact local businesses, agencies, and organizations with information about commuting alternatives and programs offering a variety of benefits. Commute Smart is dedicated to helping residents and employers reduce single occupancy vehicles and vehicle miles traveled, achieving the outcomes of less congestion, improvements in air quality, and a reduction of carbon footprint.

The Program provides resources and information about commuting and the Guaranteed Ride Home program; telecommuting/teleworking; and related programs designed to provide tax related benefits. Information is available regarding MARC Train and AMTRAK; Park and Ride Lots; Harford Transit LINK system information; MTA services including Commuter Bus Service and Light Rail System; EZ Pass and Express Toll Lanes; Getting There with Harford Transit LINK - "train the trainer" educational sessions; and alternative commuting options for seniors. Also, the program assists employers and citizens with transportation information including tax credits. Commute Smart coordinates the Harford County Transportation Management Association and hosts a number of community events including Bike to Work Day, MARC Commuter Appreciation Days, and Car Free Weekend.

Harford Commute Smart achieves its goals through promotion, across a broad spectrum of media, of commuting alternatives and ridesharing incentive information to Harford County citizens and employers.



Team Cycle Challenge corporate winner SURVICE and Alan Doran, Rideshare Coordinator celebrate Bike to Work Day Bel Air.



Welcome Aboard Harford Transit LINK – You too can ride!

Information about the program can be found at its website: harfordcountymd.gov/commuter

or by contacting **Alan Doran**, Rideshare Coordinator, at 410-612-1620 or rideshare@harfordcountymd.gov.

Harford Commute Smart – smart for your wallet, smart for your world.

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The Community Foundation of Harford County helps people, families, and organizations easily make efficient, effective, personal gifts that make things better here in our county...and beyond.

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and leave the fun part of giving to you.**

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**COMMUNITY
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Chesapeake Science & Security Corridor: Regional Support for a Growing Defense Community

The Chesapeake Science & Security Corridor (CSSC), a multi-jurisdictional consortium created during BRAC 2005 to serve as a communications clearinghouse for defense news and activities, has leveraged more than \$10 million in federal funds from the Office of Economic Adjustment to study and assess transportation, infrastructure and workforce needs as a growing defense community.

Post-BRAC, the consortium has continued to serve in a coordination capacity to support sustaining the mission of Aberdeen Proving Ground and promoting economic vitality of the region. Denise Carnaggio, a 29-year veteran of the Harford County Office of Economic Development now leads the charge of CSSC, coordinating the Joint Land Use Study and serving as liaison to APG personnel and the defense contractor community, further unifying efforts among government, industry and academia. Stay in touch with defense community events, contracting announcements, STEM activities and other community-installation news by subscribing to CSSC Defense Daily—visit www.apg-cssc.com.

Transportation Improvements Continue

MD 22 Intersection Improvements

At Old Post Road: Completion - 2015

At Paradise Road: Completion - spring 2017

At Beards Hill Road: Completion - spring 2016

Other Area Improvements

MD 7/US 40/MD 159 (Phase II)

Work to begin fall 2015, anticipated completion, summer 2017

Approximately \$5.5 million in improvements on MD 755 in Edgewood between Willoughby Beach Road and MARC Train station

APG-CSSC Regional BRAC Office:

The One-Stop Shop for BRAC News and Information

2021 Pulaski Highway, Suite D

Havre de Grace, MD 21078

410.273.5708

www.apg-cssc.com

Sign up for defense and regional community news with our "CSSC Defense Daily"

smiths detection



bringing technology and high-tech manufacturing to Harford County



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www.smithsdetection.com

The Joint Land Use Study

The goal of the Joint Land Use Study (JLUS) is to reduce potential conflicts between military installations and surrounding areas while accommodating new growth and economic development, sustaining economic vitality, protecting public health and safety, and protecting the operational missions of the installation. The JLUS is a collaboration among Aberdeen Proving Ground, Harford, Cecil and Kent Counties and the Cities of Aberdeen and Havre de Grace. Funded through the Office of Economic Adjustment and coordinated through the Chesapeake Science & Security Corridor (CSSC), the JLUS will look at 24 man-made

factors - from dust, vibration and noise to communications and transportation. The result will be a list of recommendations—a mitigation playbook for community and installation going forward. Participation in the JLUS process was not driven by encroachment or other critical issues, but rather elected as a proactive measure as both installation and community anticipate future rounds of BRAC or further consolidations. The process will run through September; look for public engagement opportunities at www.apgjlus.com or contact Denise Carnaggio at 410-273-5708.

Aberdeen Proving Ground: The economic impact of a Maryland military installation

The Maryland Department of Business & Economic Development (DBED) Office of Military Affairs, in conjunction with the Regional Economic Studies Institute (RESI) of Towson University, recently released results for the FY 12 economic impact of 15 installations on the state's economy based on installation-specific payroll, procurement, visitor and other spending. The study analyzed federal FY 12 data and drew benchmark comparisons to the previous economic impact study released in 2010 using federal FY 08 data. This pre-BRAC and post-BRAC analysis demonstrates continued growth within

the defense sector. During that four-year period, the economic impact on the State increased from \$36B to \$52B and added 82,000 jobs to Maryland's economy.

Aberdeen Proving Ground supports 46,583 jobs; generates \$6.2 billion in total output and \$3.1 billion in total wages.

The 2010 study reflective of FY 08 data showed Aberdeen Proving Ground supporting 28,995 jobs; generating \$4.3 billion in economic activity and \$1.6 billion in employee compensation. View the full report at www.business.maryland.gov.

Havre de Grace

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www.havredegracemd.com



Call to Action: the APG region's response to SPEA

Supplemental Programmatic
Environmental Assessment on Force
Structure Reductions



The Army asked the community to respond and the region and Harford County did just that. With a "Call to Action" over 200 citizens attended the August 4, 2014 briefing sponsored by the Army Alliance and the Chesapeake Science and Security Corridor at Aberdeen High School. This was the first introduction in preparation for the formal response from the community. The Call to Action included the signing of a petition.

The Army Alliance and Chesapeake Science Security Corridor team submitted the formal response to the Army Environmental Command on August 25th. That comprehensive response which recognized the need for restructuring also included more than 400 signatures in the "Declaration of Support" that was submitted.

On January 29, 2015 the formal "Listening Session" hosted by the Department of Defense was packed on a wintery evening

with over 500 concerned citizens in attendance. Earlier that day the Army Alliance coordinated group sessions with a number of key community leaders to talk about the importance of Aberdeen Proving Ground to the local economy and describe its uniqueness as a research and development center. It was a critical opportunity to demonstrate to the Army the level of regional and state support of APG and its workforce. Elected officials - from Congressional staffers to state and local officials, community leaders, APG officials, APG personnel and concerned neighbors were in attendance. Over 50 citizens took to the open microphone that evening.

As a region, we thank those who worked so hard to influence the Army's decisions for its planned force restructure and the potential reductions specifically at APG.

At this juncture, we anticipate a response to the study this June after the Department of Defense has completed all of their "Listening Sessions" at installations across the country. Visit the CSSC website at www.apg-cssc.com for any updates.



New & Expanding Companies



Medline Industries, Inc. is currently under expansion in the City of Aberdeen. Adding just over 100,000 square feet, the facility upon completion will total 400,000 square feet. Expansion was necessary to accommodate its growth of medical facility accounts in MD, Western MD, Northern VA, West VA, NJ and Philadelphia.

Bizerba Label Solutions expanded its manufacturing operation in Joppa, MD. Leasing an additional 43,713 square feet, it now occupies 103,084 square feet and employs 99 personnel.

BIZERBA

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Pier1 imports®

Pier 1 Imports is expanding its distribution operations in Harford County. A lease was recently signed for a 644,000 square foot building located in Aberdeen, bringing its total in the County to over 1.2 million square feet.

Automated Motion Inc. recently relocated and expanded its operations in the Riverside Business Park, increasing to 26,000 square feet. Founded in 1994 as a solutions provider of robotic systems, it also provides other material handling equipment like pallet dispensers, case packers, case lifts, intelligent vacuum grippers and a wide array of end-of-arm tooling products.





Jesse Bane, Karen Holt, Eileen Frado, & Billy Boniface.



MedStar Health Bel Air Medical Campus Beam Signing Ceremony

On Thursday, May 21st, MedStar officials hosted a Beam Signing Ceremony at the site of their 100,000 square foot comprehensive, integrated medical campus that is currently under construction. The new state-of-the-art facility is anticipated to open in the Spring of 2016.

Services at the new medical campus will include Cardiology, Imaging, Outpatient Surgery, Primary and Wellness Care, Urgent Care, Women's Health and a comprehensive cancer center.

MedStar physicians & officials with County Executive Barry Glassman.



Clorox's new facility located at 1467 Perryman Rd, Perryman MD.



Acer Exhibits & Events ribbon cutting at their new headquarters at Chesapeake Industrial Park.



Home2 Suites celebrates the opening of their LEED Certified, 107 suite hotel in Aberdeen, MD with a Ribbon Cutting.



Class "A", 571,000 sq. ft., Perryman Logistics Center under construction. Delivering Summer 2015.



Gordon Food Service opened a distribution center in Aberdeen and began shipping December 2014. The company signed a lease for 242,000-square feet of space.



Frito Lay expansion & construction of new 158,277 sq. ft. warehouse. Est. completion Summer 2015.



Bourbon Market Bar & Grill renovated an existing former restaurant space and opened their doors in January 2015.



Ribbon cutting at Sephora Americas' new 650,000 sq.ft. distribution center in Perryman, MD.



AASKI Technology, Inc. celebrated its newest & largest facility with a Ribbon Cutting on April 29, 2015 in Aberdeen.

Harford County Demographics

Total Population	251,025	Median Household Income	\$90,708
Total Households	93,358	Average Household Income	\$94,465
Average Household Size	2.65	Average Home Value	\$310,316
Owner Occupied Housing	72,717	Median Home Value	\$281,800

Top Harford County Employers

Company	# of Employees	Company	# of Employees
Aberdeen Proving Ground*	22,797	American Infrastructure	445
Harford County Public Schools	5,258	Macy's	431
University of MD's Upper Chesapeake	3,129	Booz Allen Hamilton	430
Harford County Government	1,881	McDonald's	420
Rite Aid Distribution Center	1,255	CSC	410
Harford Community College	1,029	Frito-Lay	379
Klein's ShopRites of Maryland	1,000	Sephora USA	378
Jacobs Technology	874	Leidos	370
Wegmans	865	Harford County Public Library	358
Home Depot	500	Independent Can	350

*(includes private defense contractors located on post)

Harford County New & Expanding Companies

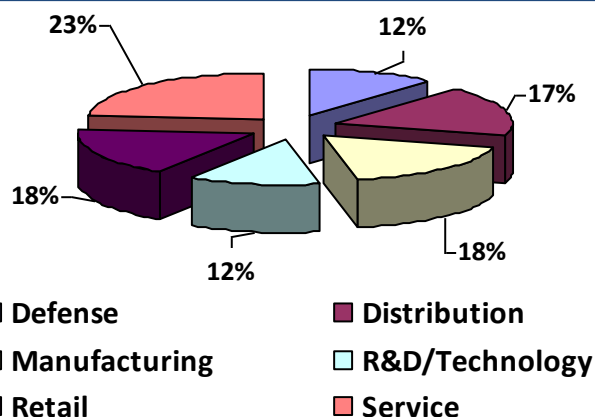
In 2014 Harford County's Office of Economic Development worked with:

OVER 18 new & expanding companies *resulting in:*

OVER \$235 million in capital investment

OVER 550 new jobs created

OVER 1,000,000 sq. ft. of space leased



Select 2014 New & Expanding Companies

Altus Engineering
Ashland Equipment
Ashley, Inc.
Birrotecca
BSC America
DRS Technologies

Churchville Tile
Exelon
Frito-Lay, Inc.
Gordon Food Service, Inc.
Independent Can
Knight Takes King Productions

Maurice Electrical Supply Company
Medline Industries, Inc.
Rainbow International of NE MD
Smiths Detection
Smucker Quality Beverage

The Workforce Technical Training Grant Program

Attracting, engaging and retaining a multigenerational “world class” workforce is a key factor to any company’s decision to relocate or expand. The Workforce Technical Training Grant (WFTTG) program is a competitive investment grant program to assist Harford County employers to become more productive and competitive through the acceleration of technical training to their employees.

In Harford County, workforce development is a partnership among many stakeholders including government, higher education, K-12 schools and private industry, all seeking to foster a productive, skilled and competitive workforce. Developing “in demand” skills in the areas of science, technology, engineering and mathematics is critically important in an ever changing business environment.

By offering matching grants, the WFTTG program in 2014 assisted 14 different companies, both large and small, and within a broad range of industries. Training assistance touched 525 individuals. In many cases, training assistance created a better opportunity for advancement. In some cases, assistance from the WFTTG fostered job retention and creation.

The Economic Development Opportunity Fund

The Economic Development Opportunity Fund (EDOF) is designed to fill the financing gap between private debt financing and private equity. Funds are provided to create economic benefit through increased revenues and the creation of new jobs and the retention of “at risk” jobs in Harford County.

The Finance subcommittee of the Economic Development Advisory Board (EDAB) oversees applications for the EDOF.

“The Mill was fortunate to receive financial assistance in the form of a loan from Harford County Economic Development. The process was virtually painless and the terms were very competitive. In addition, the funds allowed us to increase our storage capacity for bagged agricultural seeds and liquid fertilizer. Furthermore, thanks to the additional capacity, our sales have increased, which in turn required The Mill to increase needed staff members.”

**Henry Holloway, President
BAFS, Inc. DBA The Mill of Bel Air.**

“Acer Exhibits recently moved into an old 170,000 square foot, 1970’s era building in the Havre de Grace business park. The building was in desperate need of renovations and much of Acer’s available capital was invested in moving our entire operation from one location to another. The Economic Development Opportunity Fund loan from Harford County was extremely helpful during this transition and provided necessary short term cash flow to hire additional team members.”

Mark Crane, CEO Acer Exhibits

“Altus Engineering was greatly assisted by a loan from the Harford County Economic Development office in our on-going efforts to increase professional scientific and engineering staffing. That loan has allowed Altus to pursue additional local business opportunities, add three STEM positions, and equip our new corporate offices in Darlington.”

Tony Steelman, of Altus Engineering.

Local Video Lottery Terminal Fund Recipient

Name of Business:

Edel’s Bridal Boutique

Business Owner:

Edel Patterson

Address of Business:

315 St. John Street
Havre de Grace, Maryland
21078

Estimated open date: On
or about July 15, 2015

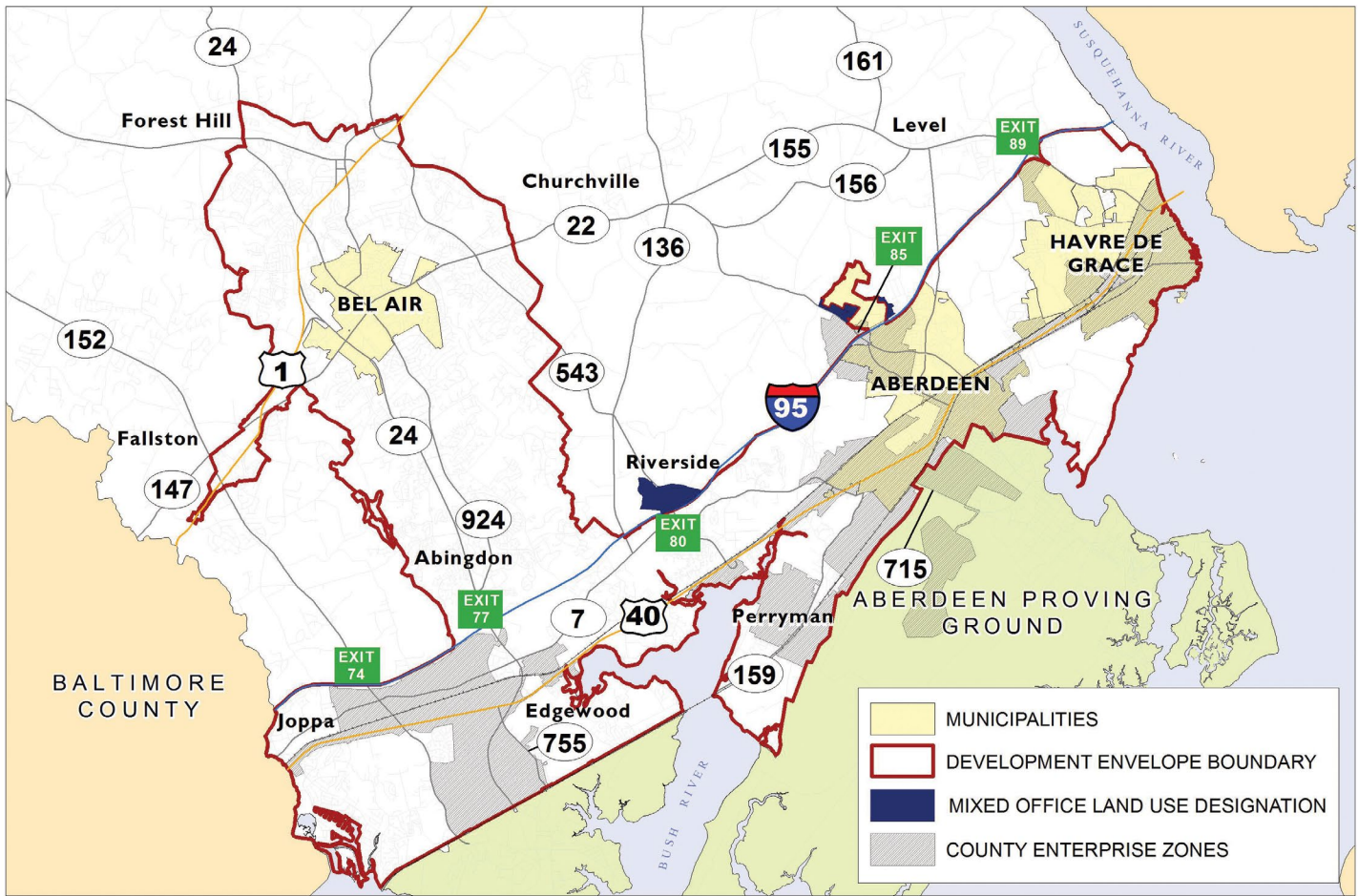
VOLT loan recipient: 2014



Video Lottery Terminal Fund (VLT)
program is available to all
Harford County
businesses that qualify

General information about the fund on
can be found on DBED’s website
<http://business.maryland.gov/fund/programs-for-businesses/vlt>

Additional information is also available at
<http://www.aaedc.org/financial-services-loans/vlt-small-business-loans>



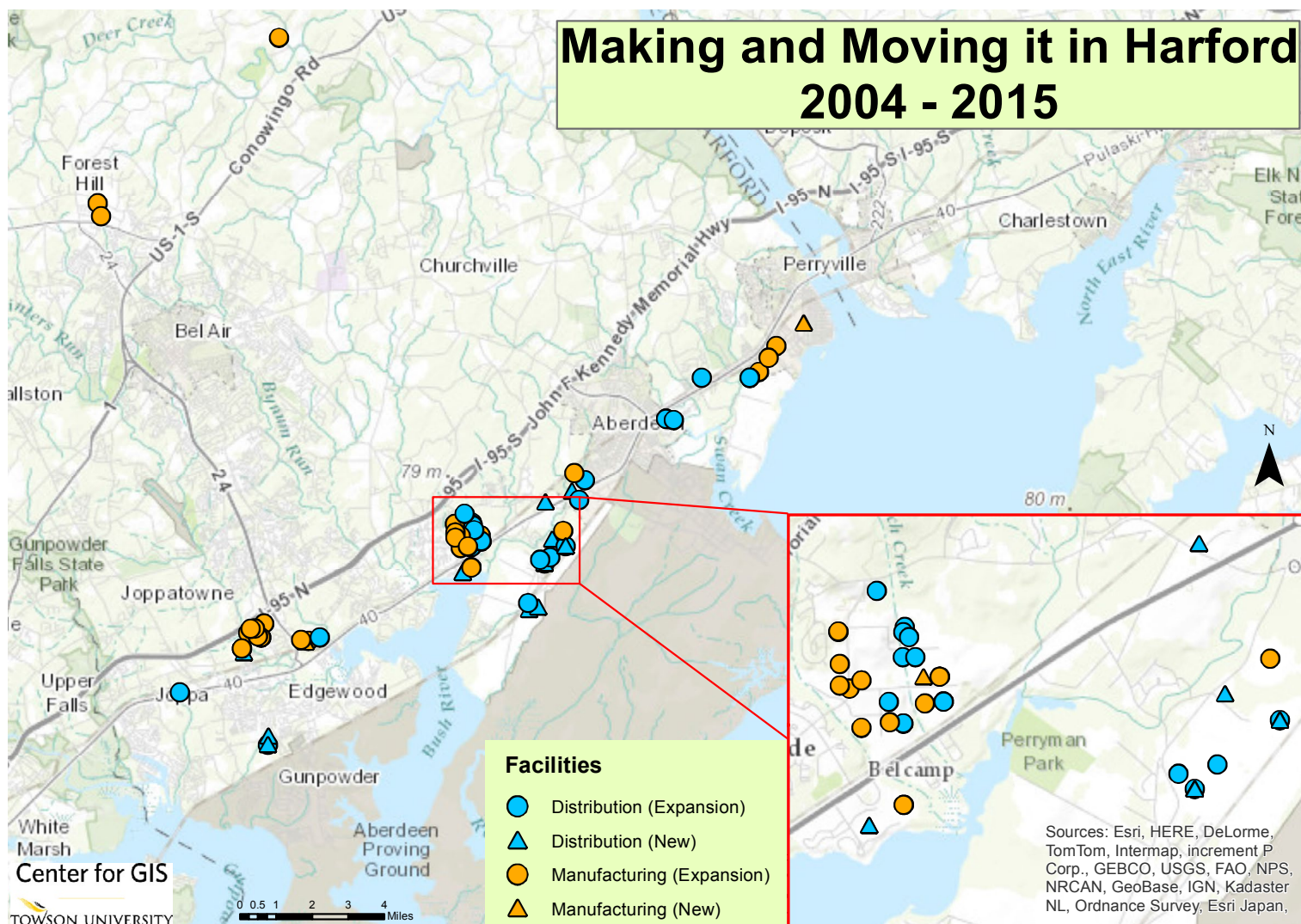
Harford County Enterprise Zones

Harford County has two State-designated Enterprise Zones encompassing over 12,800 acres of land. The purpose of the Enterprise Zone program is to promote business retention and expansion, encourage job growth and develop under-utilized land and buildings by offering economic incentives. Businesses may apply for local real property tax credits and/or state income tax credits based on capital investment and job creation.

The Edgewood/Joppa Enterprise Zone is comprised of 3,940 acres. Since 2006, an estimated \$118 million has been invested in land, new building starts, renovations and equipment, and an estimated 1255 new jobs were created. In June 2014, the Edgewood/Joppa Enterprise Zone was re-designated for an additional 10-year period and included a 26-acre expansion. The Edgewood/Joppa Enterprise Zone has benefitted the County through redevelopment and revitalization of the Rt. 40 Corridor. The Enterprise Zone program has driven business expansion in the zone and will further promote commercial, industrial, R&D, and manufacturing development, while increasing employment opportunities and the tax base of Harford County.

The Greater Aberdeen/Havre de Grace Enterprise Zone is comprised of 8,900 acres. Since 2006 an estimated \$200 million has been invested in land, construction, renovations and equipment and an estimated 960 new jobs have been created. In 2014, the Greater Aberdeen/Havre de Grace Enterprise Zone experienced an increase in investment in manufacturing and distribution facilities. Clorox, Frito-Lay, Sephora and Home2 Suites have a combined capital investment of \$82.3M and 406 potential new jobs.

The Edgewood/Joppa and Greater Aberdeen/Havre de Grace Enterprise Zones are vital to economic development in Harford County and in particular the ongoing revitalization in the Chesapeake Science and Security Corridor. Both new construction and expanding facilities result in significant capital expenditure and job creation.



The map above depicts manufacturing and distribution companies—both new and expanded-- over the past decade in Harford's development envelope.

-Map courtesy of Towson University, Center for GIS



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Congratulations to our local 2014-2015 Nominees and Award Winners!

A new honor given at the annual Harford Awards for 2014 was the Economic Enhancement Award. The Award was created specifically to recognize Knight Takes King, the production company for the Netflix political thriller "House of Cards". The production is headquartered in Harford County, where the majority of filming takes place. The series stars Kevin Spacey and Robin Wright. Shown here are some members of the Knight Takes King production company.

Military Appreciation Luncheon 2015

Maj. Gen. Appel Award - Denise Carnaggio

2015 ATHENA Award Nominees:

Terri Garland, Administrative Law Judge, Maryland Office of Administrative Hearings

Stephanie Hau, 2015 Winner,

President/CEO, Chesapeake Environmental Management, Inc.

Sharon Jacobs, CEO, Strategic Alliances Group, Inc.

Kathy Kage, Business and Account Manager, Northrop Grumman Information Systems

Barbara Przybylski, Founder & Owner, Absolute Security & Investigative Services

Nancy Spence, Director, University Center

Melynda Velez, Founder & Executive Director, LASOS, Inc.

The Daily Record:

Influential Marylanders-

Communications -

Anita Brightman- A. Bright Idea Advertising & Public Relations

Real Estate-

Stephen E. Budorick-Corporate Office Properties Trust

Top 100 Women-

Mary Hastler - Harford County Public Library

Stephanie Novak Hau - Chesapeake Environmental Management

Rachel E. Rice - Rice Consulting, LLC

20 in Their Twenties

Amanda Pugh - Center for the Arts

NMTC Visionary Awards

Visionary Award -

C. Warren Mullins, Battelle Eastern Technology Center (retired)

Leaders-

Marco Ciavolino, Techbrick Robotics.

Erica Fineman-Bertoli, APG Communications-Electronics Research, Development, Engineering Ctr.

Louie Lopez, APG Research Development and Engineering Command

Innovator-

Andy Borzok, Cecil County Public Schools.

Kimberly Nikitas, Battelle Eastern Technology Center.

Joseph Domanico, APG Edgewood Chemical Biological Center

Mentor-

Dr. Bruce Burns, Senior Science Society, Harford Community College.

Deidre DeRoia, APG Garrison Natural Resources Branch.

Dr. John McDonough, APG Medical Research Institute of Chemical Defense.

Susan Ciavolino, Boys & Girls Club

Rising Star-

Katie McHenry, Youth Benefit Elementary School STEM Club.

Breanne Sutton, ATK Missile Products Division.

Technology Advancement-

Rick Moore, Brad Ruprecht, and Lester Hitch, APG Edgewood Chemical

U.S Chamber of Commerce

2015 Dream Big Small Business of the Year Award-

Blue Ribbon Winner - NVS Salon Spa

2014 Harford Awards

Entrepreneur - Ecotone, Inc.

Service - It's Pay Day

Main Street - The Laurrapin Grille

Nonprofit - The Boys and Girls Club of Harford County

R & D Technology - Raytheon

Retail - Harman's Farm Market

Economic Enhancement - House of Cards

Susquehanna Workforce Network

2014 International National Web Award

2014 Davey Award

2014 Sun Magazine 50 Women to Watch

Cathy Schmidt - Chesapeake Therapeutic Riding

Tamara Rush - Tenax Technology

Maryland Tourism Council Awards

• **Best Product or Event (Large)** - Attack on Havre de Grace, Havre de Grace Office of Tourism

• **Cooperative Marketing Partnership** - Star-Spangled 200, Inc., Maryland War of 1812 Bicentennial Commission, Maryland Office of Tourism, Havre de Grace Office of Tourism, Talbot County Office of Tourism, City of St. Michaels



Aberdeen is home to Ripken Stadium at Leidos Field, the number tourist attraction in the City.

Aberdeen

Submitted by City of Aberdeen

The City of Aberdeen is the largest municipality in Harford County. The current population for the City is 15,048. We have several new restaurant and retail opportunities open for business:

- Chick-fil-A (Beards Hill Road)
- Olympia Sports (Aberdeen Marketplace, Beards Hill Road)
- Bourbon Market Bar & Grill (US 40 and MD 7)
- Firestone Complete Auto Care (Beards Hill Road)
- Santini's Italian Cuisine (Beards Hill Shopping Plaza, Beards Hill Road)

Medline Industries, Inc. and Frito Lay, Inc. are expanding their warehouse/distribution facilities and increasing employment opportunities at both businesses.

"The City of Aberdeen continues to be the employment center of Harford County and as a community we are constantly exploring opportunities to work with our active Chamber of Commerce, Economic Development Commission, and business partners to grow our economy and to provide new employment possibilities for the citizens of Aberdeen and Harford County," Mayor Michael Bennett said. "We are the 'Home of Opportunity.'"

Two new single-family residential developments are under construction: Eagles Rest (Aldino-Stepney Road) and Fields at Rock Glenn (Argonne Drive and Rock Glenn Boulevard). Two multi-family developments are under construction: The Yards at Fieldside Village with 200 units located off Long Drive and Winston's Choice Townhomes with 36 units located off Taft and

Truman Streets.

The City is working with the Maryland Department of Transportation (MDOT), Maryland Transit Administration, and Harford County Government on improvements to the Aberdeen Train Station which supports our Transit Oriented Development (TOD) efforts. The City has been awarded several grants from the Maryland Department of Housing and Community Development's Strategic Demolition and Smart Growth Impact Fund for the acquisition and demolition of the following properties: 11-19 Franklin Street, 25 N. Philadelphia Boulevard, and 15 East Bel Air Avenue. The City is currently land banking these properties for future TOD development.

Ripken Stadium is the number one tourist attraction in the City and Harford County. The Aberdeen IronBirds are in their 14th season. The stadium boasts a 6,000 seat minor league state-of-the-art facility, free on-site parking, a Kids Zone with inflatable activities, delicious food venues, fireworks featured on various nights, and is a host to many annual festivals and community events. The Ripken Experience in Aberdeen delivers a professional-level baseball camp experience to players and spectators alike. In addition to the seven signature fields, the Ripken Experience boasts an assortment of training areas and amenities, including: Cal Sr.'s Yard, one of the signature fields at The Ripken Experience, a youth-sized replica of Oriole Park at Camden Yards - home of the Baltimore Orioles. The Yard features stadium seating, dugouts, concessions, merchandise stands and The Warehouse. The Ripken Experience draws approximately 40,000 national and international youth baseball players annually to this complex.



Historic Bel Air courthouse photo: Dave Gigliotti

Known as the “Heart of Harford”, Bel Air has long been established as a center for thriving retail, service, and government activity in Harford County. The bustling historic downtown is complimented by the shopping centers along Baltimore Pike and Route 24. Additionally, the University of Maryland Upper Chesapeake Medical Center, which opened its doors in 2000, established Bel Air as the medical center for the County.

There are currently over 700 businesses in Bel Air’s three square miles. This includes an abundance of restaurants, retail locations, both large and small, hair salons, florists and auto repair shops; offices for lawyers, accountants, brokers, engineering and architectural firms, realtors and title companies, making it easy to find whatever services you need within Town limits. While many of the residents in Bel Air and the surrounding communities commute to jobs in the Baltimore, Washington, Wilmington or Philadelphia markets, there are an increasing number who are finding and creating opportunities to live and work at home in Bel Air.

One of those opportunities has come through the University of Maryland Upper Chesapeake Medical Center, Bel Air’s largest employer, which focuses on providing comprehensive healthcare with the latest advances in medical technology in a healing and compassionate environment. The state-of-the-art health care facility incorporates the latest technology that reflects how health care is changing to meet our community’s future health care needs. UCMC has garnered much support from the community as well with over 800 volunteers currently serving in some capacity.

In late 2013, the Patricia D. and M. Scot Kaufman Cancer Center opened its doors on the Upper Chesapeake Medical Center campus. With a motto of “Hope and Healing Close to Home”, the center focuses on multidisciplinary care for each patient. With specialists in medical, surgical and radiation oncology onsite, as well as integrated therapy opportunities and support groups, patients in Harford County can rely on this collaborative care approach to form the best and most comprehensive treatment plan available.

Apart from the impressive recent addition to our medical

Bel Air

Submitted by Town of Bel Air

community, 2014 brought to Bel Air the opening of several new restaurants, including the Main Street Oyster House and Steelefish Grille, furthering our reputation as a great place to dine. New boutiques, such as Guthrie’s Gifts, Collector’s Corner, Country Britches and Full Heart Soulutions bring people from all around for anything from the perfect gift to the latest release in a favorite comic book series. The addition of several salons and service focused businesses sustains Main and Bond Streets as the heart of the community. The completion of the renovation of Plumtree Park, including the daylighting of a stream and new playground equipment, make historic downtown a great place to spend the day.

The Bel Air Downtown Alliance, a non-profit community revitalization organization, continues to create a vibrant business community and visitor friendly destination in Downtown Bel Air. Their work with new businesses and also the energy and success of the events they host, including the Chocolate Festival, First Fridays and the annual Maryland State BBQ Bash, encourages residents from other areas of Harford County and all over the region to come to Bel Air to shop, conduct business and socialize.

Now in its fifth year as a state-designated Arts and Entertainment District, historic downtown is the hub for cultural events. With over a dozen pieces of public art, many art exhibits, lectures, concerts, dance performances, readings and festivals, the District brings many visitors to Bel Air and attracts greater Bel Air residents to the Downtown area as well. The Arts and Entertainment District is a thriving and growing stage for artistic events for all ages. There have even been casting calls for the popular Netflix series “House of Cards” at the Reckord Armory for the last several years!

The Town’s annually-published Calendar of Events is broadening every year, as traditions like the Independence Day Celebrations, Memorial Day and Flag Day observances, and the Christmas Parade are expanded with other annual and seasonal events and festivals. Along with many other events, the calendar includes a schedule of free outdoor concerts as well as a listing of the exhibits held in the Harford Artists’ Gallery located on the grounds of historic Rockfield Manor. Many events are free and even those that charge admission do so modestly. The Calendar of Events is available on the Town’s website as well as at Town Hall and at the Visitor’s Center, located at 37 North Main Street in the Reckord Armory.

For more information about Bel Air and the Downtown Alliance or to locate your business here, visit www.belairmd.org and www.downtownbelair.com.



A Business Appreciation Certificate was presented to the employees of J.M. Huber Corporation on September 12, 2014. J.M. Huber Corporation is located at 907 Revolution St and has been doing business in Harford County since 1952.

Havre de Grace

Submitted by City of Havre de Grace

Havre de Grace – the charming city on the water where the Chesapeake Bay meets the Susquehanna River – is the perfect location for businesses, development and residents alike. The city has continued its vision and focus on maintaining the historic waterfront and town character while promoting business and residential development.

Besides being designated No. 12 on the Smithsonian Magazine’s list of ‘America’s 20 Best Small Towns to Visit in 2014’, in 2015 the City of Havre de Grace has also been named:

- #11 of ‘50 Best Small Town Downtowns in America’ by Best Choice Reviews,
- # 9 of the ‘Top 10 Fun Riverfront Towns in the Capitol Region of the USA’ by Capital Region USA, which is promoting all their top towns internationally as well as regionally, and
- # 7 of ‘15 Budget Friendly Destinations in the Northeast’, by Coupon Daily.com.

Public Safety in Havre de Grace is another major asset, significantly contributing to the quality of life for all who live and work here. The city was identified as the 12th safest places in Maryland, by Movoto Real Estate, whose analysis was based on the FBI’s 2012 crime report for Maryland. Crime levels in Havre de Grace remain low and have been consistently declining over the last several years despite the city’s growth, thanks to the outstanding police force funded by the city and the diligence of the city’s 38 officers.

The city’s all volunteer fire company (The Susquehanna Hose Company) has national acclaim as the home of the fastest volunteer Fire Company in the Nation with a response time of generally less than 3 minutes. And with a Class 2 ISO (Insurance Services Office) rating, it is only 1 of 4 communities in Maryland that share this ranking and only .7% of 30,052 fire departments across the country that also have this high rating.

Lastly, the Havre de Grace Ambulance Corps is equally top-notch providing excellent response and care to all their 911 service calls. With over 80+ volunteers that include 10 Advanced Life Support (ALS) Member Providers, and 3 up-to-date ALS ambulances, they truly contribute to the great safety and quality of life found in Havre de Grace.

Havre de Grace is poised to assist in business acceleration by finding office space in one of the city’s business districts with availability in the Historic Main Street and Waterfront area, the Route 40 Corridor and in the Industrial Park. The city’s proximity to Aberdeen Proving Ground, to I 95, to 4 major cities (Washington D.C., Baltimore MD, Wilmington DE and Philadelphia PA) as well as the city’s amenities and many wonderful restaurants make it an ideal location to start or grow a business. Businesses locating in the area are eligible to apply for the city’s business loan and Enterprise Zone programs as well as Harford County funding.

Havre de Grace has always been known to many locals as one of Maryland’s treasures on the Chesapeake Bay. Now, the whole nation is noticing what the locals already enjoy: rich history, culture, the beautiful waterfront Promenade, Main Street shopping, walking trails, 37 acres of parks, 5 marinas, 5 historic museums, a 5-star golf course (Bulle Rock) and B&Bs. The many events held throughout the year, coupled with the businesses that continue to make Havre de Grace home, truly make Havre de Grace a great place to live, work, play and stay!

For information on doing business in the City of Havre de Grace, contact the City Office of Economic Development at 410.939.1800 or by email: pams@havredegracemd.com

Visitor information can be found at www.explorehavredegrace.com

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BARRY GLASSMAN, COUNTY EXECUTIVE